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December 2, 2003

VIA HAND DELIVERY

Deborah Tate, Chairman
Tennessee Regulatory Authority
460 James Robertson Parkway
Nashville, TN 37219

Re: In the Matter of the Application of BLC Management LLC d/b/a
Angles Communication Solutions for a Certificate of Public
Convenience and Necessity to Provide Competing
Telecommunications Services within the State of Tennessee
Docket No. 03-00575
Re: Supplemental Responses to Staff Data Requests

Dear Chairman Tate:

Enclosed you will find the Supplemental Responses to the Data
Requests of the Staff and updated information regarding the Applicant's
management team. The financial information is confidential and filed under seal.

Sincerely,



D. Billye Sanders

DBS/hmd
Enclosure

cc: Brian Cox
Michelle Chuang, Esq.

In addition to the information requested, Applicant has attached a brief overview of the company that includes the resumes of additional members of Angles' management team that were not included in the application. The resume of Kevin Thomas, Chief Financial Officer, is included in this information.

Brief Overview of Angles Communication Solutions (Angles or Angles C.S.)

The purpose of this overview is to highlight the reasons why Angles Communication Solutions will be a successful CLEC and an asset to the community.

Angles C.S. was founded on the principle that teamwork and efficiency would produce better products at a better value for our customers. We have applied these principles to every aspect of our services and future growth plans.

Our Mission: Treat every customer exactly how we want to be treated and to be a positive influence on everyone we encounter.

Current Activities: Angles C.S. is currently an Agent for 2 CLECs. We have taken our responsibilities a step further than most agents however. While we do sell the phone and data service provided by another CLEC, the customer calls us first when they have a problem or concern. If the problem is determined to be on the CLEC's end, we work with the CLEC until the customer is running properly to their satisfaction. This makes us unique by the fact that we have experience in not only making the sale, but more importantly the customer service. We already have the experienced salespeople, technicians, provisioning/support and customer service required to move forward with our CLEC authority. We currently offer our clients complete communication solutions including consultation, voice/data/fiber cabling, phone system installation and support, network troubleshooting and management. We will provide UNE-P business and residential telephone service combined with our high speed internet products.

Angles Management Team

We are extremely confident in the tremendous experience, qualifications and character of our management team.

Brian Cox, President/CEO, LLC Member and Manager

Brian founded Angles in early 2001 to implement new internet and communication technologies. His philosophy of assembling an experienced and dedicated management team has proven to be extremely effective. Under Brian's leadership, Angles was awarded the Chamber of Commerce Rookie of the Year and has grown to over \$200,000 in communication related gross revenue. Prior to Angles, Brian served as an account executive for Lose Brothers Chemical which was the regional distributor of Ortho Chemical. While he was there, he achieved the honor of having the highest increase in sales volume of any executive in the country 2 years in a row.

Jon Olivares, Vice President

Jon brings over 15 years of telecom experience to the Angles Team. He has extensive knowledge of Central Office Switching Platforms along with managing all aspects of a sales portfolio. In 2000, Jon was in charge of every aspect, both personnel and financial, of the Network Telephone start up in West Tennessee and North Mississippi. He served as the area market manager and spearheaded account growth from zero to five hundred accounts in six months. Before leaving to head up the Network Telephone start up, Jon was the major account director for XO. He was responsible for \$1.6 million personally and over \$6 million total in monthly billing. Prior to XO, Jon was regional sales director for mass markets with MCI.

Kevin Thomas, CFO

Angles has retained the accounting expertise of Kevin Thomas, of Kevin Thomas and Associates. Mr. Thomas will assume the role of CFO for our company based upon the high recommendation of other expanding technology companies. Some of these companies are Econocom USA Inc, Battery Sales and Service, LLC, People Plus, Inc and Dehart Capital, LLC. All of these companies do business in multiple states and have annual revenues ranging from \$200,000 to \$75,000,000. Kevin will house all of our financials and maintain payroll, tax compliance and reporting.

Kevin Brownlee, Business Systems Manager

Kevin worked for Sprint PCS in Kansas City for 2 years as a financial analyst where he reported directly to Corporate VP's and was responsible for budget preparation monthly variance analysis, project costing, & forecasting future build expenditures. Kevin then left Sprint to assist in the start up of Alamosa PCS (Sprint Network Affiliate) where he was in charge of cell site tracking, creating workspaces and reliable maps detailing the sites and coverage boundaries within each market throughout the country, updating any and all current and future coverage boundaries to ensure an accurate representation of the network footprint and calculating the amount of covered population within the coverage areas to determine the potential consumer base.

Rob Tisdell, Director of Field Operations

Rob came to Angles with extensive knowledge and experience working with fiber optics and electrical engineering. Rob will manage of all outside projects and technicians. Some of Rob's accomplishments are managing and implementing the complete voice and data build out for International Paper at their Lenox Park, Willow Lake, Southwind and Poplar Locations in Memphis, TN. Part of the project was installing a fiber optic backbone linking all of the Memphis locations along with IP's proprietary closed caption televisions network IPTV. Rob was also responsible for converting the IP network of 2500 users from Token Ring to Fast Ethernet with little or no downtime.

Brandy Miles, Head of Provisioning and Customer Service

Brandy's experience makes her a perfect fit for our provisioning and customer service team. Brandy has 4 years experience with XO Communications as Delivery Center Team Lead, Circuit Designer II and Provisioning II. Her responsibilities included trouble shooting, multi-market, long haul and extensive experience dealing with internal issues and customer inquiries.

Eric D. Brown, Executive Telecom Consultant

Eric brings 42 years of Telecom experience to the Angles Team. Eric has worked with such companies as Pacific Telephone (AT&T), Litton Systems, American Telemonitor Corporation, The Telephone Company of California and MCI Telecommunications Corporation. Since 1979, Eric has been president of A+ American Discount Telecom, LLC (ADT). Eric will serve as the consultant on all expansion projects including vendors and interexchange agreements with the ILECs.

Owen Vance, LLC Member and Manager

Angles will rely on the business management and ownership experience of LLC member and manager Owen Vance. Some of Owen's business dealings include purchasing Alexander Transfer Inc., an agent for Mayflower Transit, in 1988. This company is still thriving under his leadership. Owen also founded Vance and Richards Office Records Management in 1992. This company became extremely successful and was sold in 2003. Owen, like all 3 of our member/managers is also very involved in his church and giving back to the community.

Kevin Womack, LLC Member and Manager

Kevin currently serves as Memphis City President for First Bank. With over 17 years of banking experience, including Senior Vice President of Renasant Bank and Community Bank President of Bancorp South Bank, Kevin's management experience along with his knowledge of finance strategies and banking tools will be extremely useful to Angles' expansion.

Mark Foster, Regulatory Attorney and Legal Counsel

Mark has over 15 years of experience in public utility and tariff regulation. He has been board certified in administrative law by the Texas board of Legal Specialization and is former counsel to the Public Utility Commission of Texas. Mark is a founder and partner in the Law Firm of Foster and Malish.

David J. Johnson, Corporate Attorney

Mr. Johnson of Johnson, Grusin and Surprise, P.C. has over 35 years or experience as a practicing corporate attorney for companies such as American Airlines. Mr. Johnson will assist in all corporate contracts and legal matters.

The Community: Keeping step with our mission statement, we feel it is our duty to not only be involved and donate time in the community, but to donate financially back to the community. As a company, we have committed to give back to the community in the form of charitable contributions and donated work. A brief summary of our contributions and commitments is below:

- Committed to adopt a school as a part of the Memphis City Schools "Adopt a School" program. This program allows us to give of our time and financially by working directly with one principal to support the specific needs of an inner city school.
- Donate to the Hope House in Memphis. The Hope House is for inner city children who are infected with or affected by HIV.
- Donated to the Cystic Fibrosis Foundation.
- Sponsor a child abroad via the Compassion program. The Compassion program provides education, health and nutritional support to children in various 3rd world countries.
- Donate to Buckhead Creek, a recreation complex open to the community.
- Donate to Faith Baptist Church in Bartlett.
- Donate to the Makers Market. The Makers market is an annual gift show with proceeds going to The Palmer House, an orphanage.
- Donated to Family Services of the Mid-south.

B. Kevin Thomas, CPA

9686 Woodland View Lane, Cordova, TN 38018

Experience

1994–Present Kevin Thomas and Associates, CPA's Leading Edge Professionals, Inc.

President/CEO/Principal

- Manage and direct successful small accounting and accounting technology services firm.
- Concentrate on CFO Consulting for companies ranging from \$1 million to \$ 75 million in annual revenue. Strategic Planning, debt and capital acquisition, contingency planning, human resource management, tax compliance at all levels and an emphasis on long-range business success are the primary areas of consulting expertise.
- Firms provide high-level tax consulting for approximately 500 individual and corporate clients
- Light Audit, Review, and Compilation Practice

1990-1994 Econocom-USA, Inc. Memphis, TN

Vice President/CFO

- Managed financial activities of multi-state, foreign owned technology services and leasing company. Annual revenues exceeding \$200 million were integral part of a \$1 billion per year global entity.
- Total accounting and finance staff exceeded 50 people.
- Earned corporate manager of the year designation in 1992.

1988-1990 CTC Industrial Services, Inc. Memphis, TN

Controller

- Managed financial activities and staff of small privately-owned business.

1984-1988 Jefferson-Pilot Data Services, Inc. Memphis, TN

Accounting Supervisor

- Managed accounts payable and general ledger functions within 10 person accounting office.

Education

1986 University of Memphis Memphis, TN

- B.B.A., Bachelor of Business Administration in Accounting
- Certified Public Accountant
- Series 6 and 63 licensed